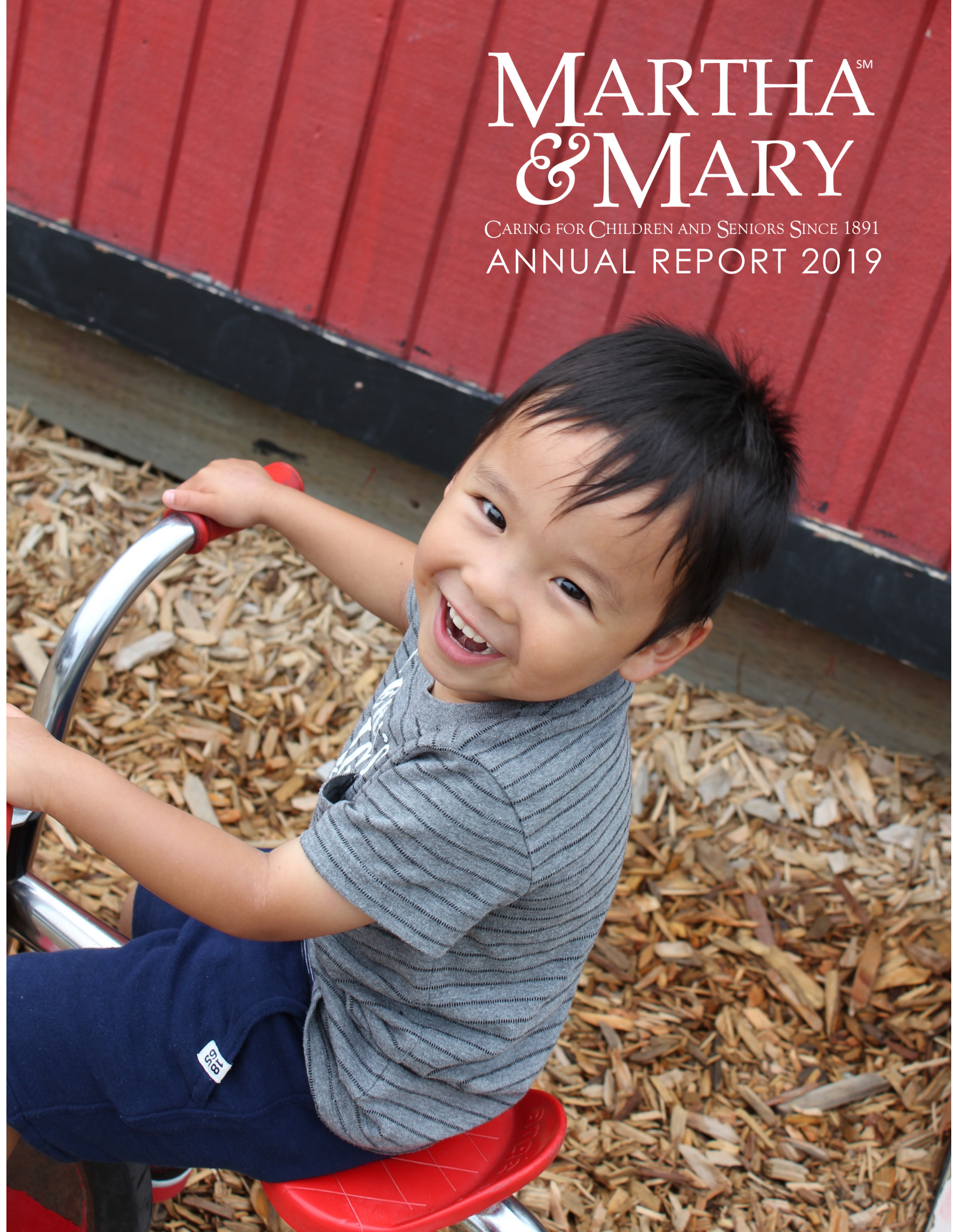


MARTHASM & MARY

CARING FOR CHILDREN AND SENIORS SINCE 1891
ANNUAL REPORT 2019





129 YEARS LIKE FAMILY

Martha & Mary has been an integral part of the Kitsap Peninsula for 129 years. From the beginning, Martha & Mary served those in need, having started as an orphanage for 12 boys, later evolving to an orphanage for boys and girls. In the early 1960's, the organization continued to serve the vulnerable, the aging and often ailing, seniors and adults who needed a loving home. Now, 129 years later, we proudly continue our tradition of caring, providing quality services for over 2000 seniors, adults, and children every year, throughout Kitsap County and far beyond.

OUR TRADITION OF CARING CONTINUES

MARTHA & MARYSM
CARING FOR CHILDREN AND SENIORS SINCE 1891

**HEALTH
SERVICES**
Rehab

KidsSM


**BAY VISTA
COMMONS**

**Senior
Living**SM

At HomeSM

Martha & Mary headquarters is located within the Health Services & Rehab building in Poulsbo, Washington. In 2019, the Health Services division provided care for almost 700 seniors and adults in need of short-term medical and rehabilitation services, memory care, long-term care and end-of-life services. We are one of the largest Medicaid providers in Washington State and we continue to maintain a 5-STAR rating with Centers For Medicaid & Medicare Services. In 2019, we provided over \$2.2 million of uncompensated care, supporting quality services for all, regardless of income or financial status.

From the beginning, children have been a special part of our existence. Today we own and operate 3 large child care centers; two locations in Poulsbo and one in Silverdale. Additionally, we partner with Central and North Kitsap School Districts to provide Before and After School care for school-age children as well as summer care and programming. Over 1000 children experienced the joy of being a Martha & Mary Kid in 2019.

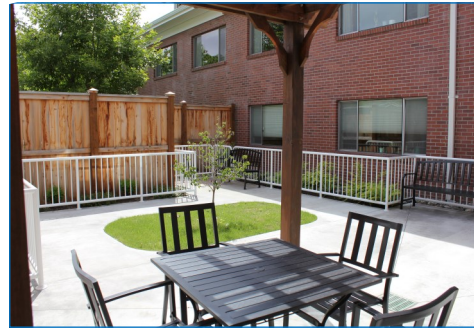
Bay Visit Commons (BVC) Assisted Living located in Bremerton, WA, is managed by Martha & Mary through a partnership with the Bremerton Housing Authority. BVC accepts Medicaid as well as private pay clients and boasts 60 assisted living apartments, many offering amazing views of Oyster Bay, along with 12 designated memory care apartments. BVC provided quality living and services to 98 residents in 2019.

Martha & Mary Ebenezer Independent Senior Living apartments offer scenic views of Liberty Bay and are just a short walk away from the historic Poulsbo waterfront. We continue to maintain a waiting list for these desirable residences. Martha & Mary also has interest in the Village Green Independent Living Apartments in Kingston, WA, a quality, income qualified, senior community.

Martha & Mary At Home provided exceptional home care services to 250+ seniors from Pierce County to Jefferson County in 2019. Our services support seniors to maintain independence and enhance the feeling of security and stability in the comfort of their own home.

WE ARE MARTHA & MARY

TRANSFORMATION



Our **Health Services building completed a refurbishment of the short-term care unit** to include a new, more efficient, nursing work station, a large resident dining area, a retro-style jukebox, cheerful art pieces and comfortable areas for visiting. In addition, we created a new, secured outdoor garden and patio for residents and families. This was made possible by a generous grant from the Building Communities Fund and private donors.



GROWTH

The Martha & Mary Nursing Assistant Training Academy supported the success of five training classes throughout 2019. Over **70 individuals graduated and became Certified Nursing Assistants** for the State of Washington.



Through our robust recruitment efforts, we hired 275 new staff in 2019, 26 of which were re-hires. Additionally, our internal employee professional promotional rate grew with **advancement opportunities for over 50 dedicated staff.**

CELEBRATION

We **celebrate numerous Birthdays** throughout the year, but 2019 brought an extra special celebration for renowned artist and long-time Martha & Mary supporter and friend, Max Hayslette. Together, with 100+ of his closest friends, we celebrated Max's 90th! **Max has donated his entire Northwest collection** to Martha & Mary and his amazing work can be found throughout our buildings.



PHILANTHROPY

Good stewardship and fun are common threads in all that we do. We carefully manage every penny to ensure that we provide the best care possible and stay within our budgets. In 2019, our Western-themed **Generations of Care Gala** was a hoot—great fun with lively bidding and some good ole' western dancing! Proceeds from the evening allowed us to purchase high-tech lab equipment for our Health Center and enhance our educational opportunities for staff.

Beer, brats, and blessings abounded during our always enjoyable **Microbrews for Martha & Mary** event. Donations made that evening were designated to providing Thanksgiving and Christmas meals to staff members in need.

Lastly, our 1st annual **Tour of Trees** welcomed families and community members to share some holiday cheer while perusing a festive array of themed Christmas trees. We are grateful for the many gifts shared by our friends during 2019. For more information about how you can help support our mission please contact us at: supportus@mmhc.org or call 360.779.7500.



FUN WITH FRIENDS

Martha & Mary **KIDS bring love and light into our world through our Intergenerational Programing.** From arts & crafts, Trick or Treating, or sharing a song or two, the smiles they share warm our hearts. They engage with the 'grandmas and grandpas' with excitement, innocence, curiosity and a zest for fun. We look forward to each and every opportunity to connect the many generations we support.



Our **spirit and creativity shines through** collaboratively and individually. We participated in the 2019 Poulsbo Art Festival, decorating our entire front landscape of our main campus with creations from staff, seniors and Martha & Mary Kids. Many colorful pieces of art were **combined projects from our intergenerational programs. Together, we brightened the world!**



Reflection of 2019

The year 2019 was a year of positive growth and change for all of the corporations within Martha & Mary.

At Martha & Mary, we continually strive to be the best at providing our clientele a safe place to grow and learn with an opportunity to live with dignity, honor and individuality. Our leadership team is dedicated to fulfilling this mission while improving the quality of care for our residents, children and their families.

Those we serve are at the center of every decision we make. In an effort to exceed their expectations, this year we focused on strengthening our corporate family through retention of dedicated employees and recruitment of new professionals. Finding the right mix of dependable, kind and compassionate people devoted to enhancing the lives of those in our care is critical to our success. The results of our efforts created streamlined hiring practices, increased morale and improved teamwork.

Throughout 2019, Martha & Mary proudly maintained a 5-STAR rating with Centers for Medicare & Medicaid Services (CMS) within our Health & Rehab Services division, a Quality of Excellence Rating from Early Achievers at each Child Care Center for Martha & Mary Kids, and we continued to receive the Best of Home Care Provider of Choice Award for our At Home Services. In addition , we received the Reader's Choice Award from WestSound Home & Garden for Best Daycare and Best Senior Care.

Our Development team had a successful year, securing almost a quarter of a million dollars in cash donations to support our capital expenditures, educational growth and much needed health care equipment. We are blessed by the generosity of so many.

As we look forward to the future, we are excited about the possibilities. We value the confidence placed in us and remain committed to faithfully responding to the changing needs of those we serve.

We are grateful for our supportive Board, and our sponsoring congregations, as well as the excellent healthcare providers and organizations with whom we work. People make the difference and people are the reason Martha & Mary exists. We are blessed.

Thank you all.



Lynette L. Ladenburg
Lynette L. Ladenburg
Chief Executive Officer



Alan Crain
Alan Crain,
President, Board of Trustees

STATEMENT OF FINANCIAL POSITION

ASSETS	2019	2018
Current Asset	\$ 7,687,226	\$ 7,358,746
Property & Equipment	8,924,307	9,085,616
Reserve & Restrictions	574,607	895,133
Beneficial Interest in Term Trust	975,428	826,176
Other	69,275	70,262
TOTAL ASSETS	\$18,230,843	\$18,235,933
LIABILITIES & NET ASSETS		
Liabilities		
Current Liabilities	\$ 2,363,442	\$ 2,293,276
Long-term Debt	13,873,876	14,137,081
Other Liabilities	19,275	20,262
Total Liabilities	16,256,593	16,450,619
Net Assets	1,974,250	1,785,314
Total Liabilities & Net Assets	\$18,230,843	\$18,235,933

STATEMENT OF ACTIVITIES

REVENUE	2019	2018
Resident Care	\$16,968,742	\$17,277,703
Children's Tuition	3,622,042	3,298,733
Home Care Services	1,251,835	1,412,622
Management Services	1,578,005	1,440,675
Rental Income	325,713	313,192
Misc. Fees & Services	346,848	491,248
Contributions & Grants	231,035	148,656
Other Income	168,775	121,733
TOTAL REVENUE	24,492,995	24,504,562
EXPENSES		
Salaries & Wage	14,243,177	13,676,034
Employee Benefits	3,747,550	3,537,639
Supplies & Food	1,850,639	1,909,961
Depreciation & Amortization	1,003,016	1,098,422
Utilities, Insurance & Other	1,264,879	1,412,904
Interest	567,194	532,095
Professional Services	1,856,051	2,023,772
Total Expenses	24,532,506	24,190,827
Income from Operations	(39,511)	313,735
Non Operating Revenues		177,999*
Excess (Deficit) of Revenues Over Expenses \$	(39,511)	\$ 491,734

*Insurance proceeds from the 2018 flood at the KIDS Early Learning Center

Alan Crain, President
Bill Baird, Vice President
Mary Polensky, Secretary
Cary Bozeman
Corey Burchill
Kathryn De Bruyn
Dr. Susan Eagan
Dr. Kate Haskin-Brostoff
Marlene Le Mire
Lindsey Lind
Jamie Mittet
Bobbie Moore
Aaron Schielke
Galen Schuler
Pastor Kent Shane
Helen Stoll

Bethany Lutheran
Bainbridge Island
Emmanuel Lutheran
Bremerton
Our Saviour's Lutheran
Bremerton
Peace Lutheran
Bremerton
Port Madison
Bainbridge Island
Poulsbo First Lutheran
Poulsbo
Silverdale Lutheran
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Heather Dartt
Kristine Grant
Leah Meadows
Tina O'Brien
Tammi Palodichuk
Jamie Payseno
Robin Schuman
Jessica Visserman
Diane Wasson

Our Mission

Martha & Mary provides quality, compassionate care and intergenerational experiences for children, adults, and seniors regardless of faith, ethnicity, or economic status. We do this in a Christian manner by offering those we serve caring rehabilitation, a safe place to grow and learn and an opportunity to live with dignity, honor and individuality.



Please remember Martha & Mary in your estate plans.

